



INTERNATIONAL FREIGHT TRANSPORT, INC.

Responsible, Reliable, and Respected Worldwide

A PRESENTATION PREPARED FOR

Iowa Freight Advisory Council

May 15, 2013



IFT's Philosophy



Responsible, Reliable, and Respected Worldwide

- We pride ourselves on fulfilling the shipping and logistical needs of international companies on a worldwide basis.
- With a philosophy of service and reliability, IFT provides door-to-door service for virtually every type of shipment.
- At IFT, our formula for success is to know our customers and to fulfill their individual service requirements and needs.

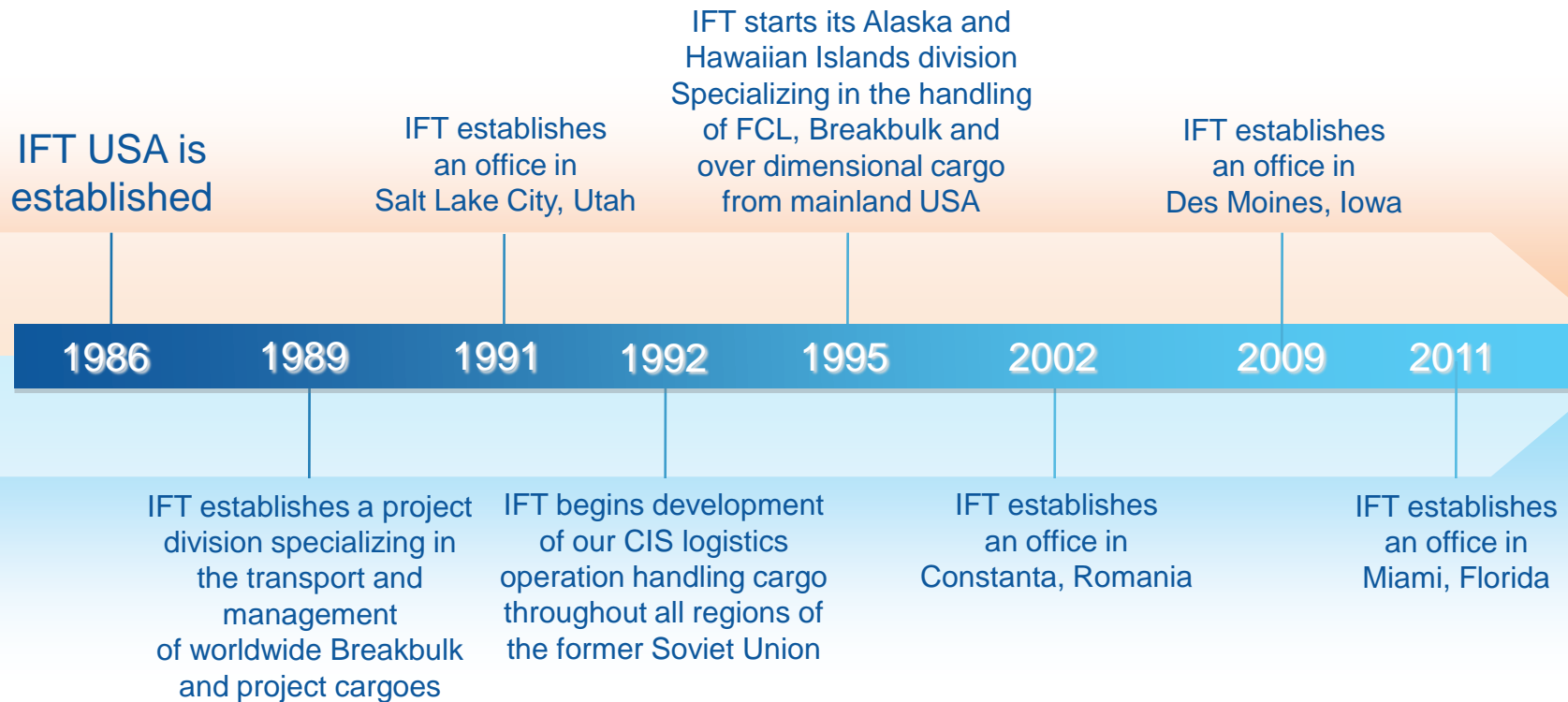
INTERNATIONAL FREIGHT TRANSPORT, INC.

Responsible, Reliable, and Respected Worldwide





Our History



INTERNATIONAL FREIGHT TRANSPORT, INC.

Responsible, Reliable, and Respected Worldwide





IFT Global Network & Partners



INTERNATIONAL FREIGHT TRANSPORT, INC.

Responsible, Reliable, and Respected Worldwide





What is a Freight Forwarder

- Intermediary organizing air and sea freight shipments, without owning assets
- Provide Export/Import Logistics Services
 - Documentation
 - AES Filing
 - Customs Brokering Services
- 5,000+ forwarders nationwide
 - 65% of shipments handled by the top 40
- 120 Million Air & Sea Shipments Annually
 - 95% of air freight controlled by forwarders
 - 20% of sea freight controlled by forwarders – but handle 80%
 - Estimated 200,000 – 300,000 employees world-wide



N.V.O.C.C. - Non-Vessel Operating Common Carrier



- Similar to a Freight Forwarder in terms of activities
 - The NVOCC can and sometimes do own and operate their own or leased containers whereas a Freight Forwarder does not
 - Negotiates volume contracts direct with Ocean Carriers of Steamship Lines
 - In certain countries like USA, the NVOCC operators are required to file their tariffs with the government regulatory bodies and create a public tariff
 - A Freight Forwarding company can act as an agent/partner for a NVOCC
- An Ocean Freight Pricing Broker
- An NVOCC is basically a “carrier to shippers” and a “shipper to carriers”



IFT Services



INTERNATIONAL FREIGHT TRANSPORT, INC.
Responsible, Reliable, and Respected Worldwide



Seafreight



- FCL and LCL shipment
- Project, Breakbulk and Ro/Ro cargo
- Vessel charter
- Letter of Credit shipments
- Multi-Modal solutions (Truck-Rail-Barge)
- Trans-load and warehouse logistics
- Automated links with carriers (Intra / GT Nexus)

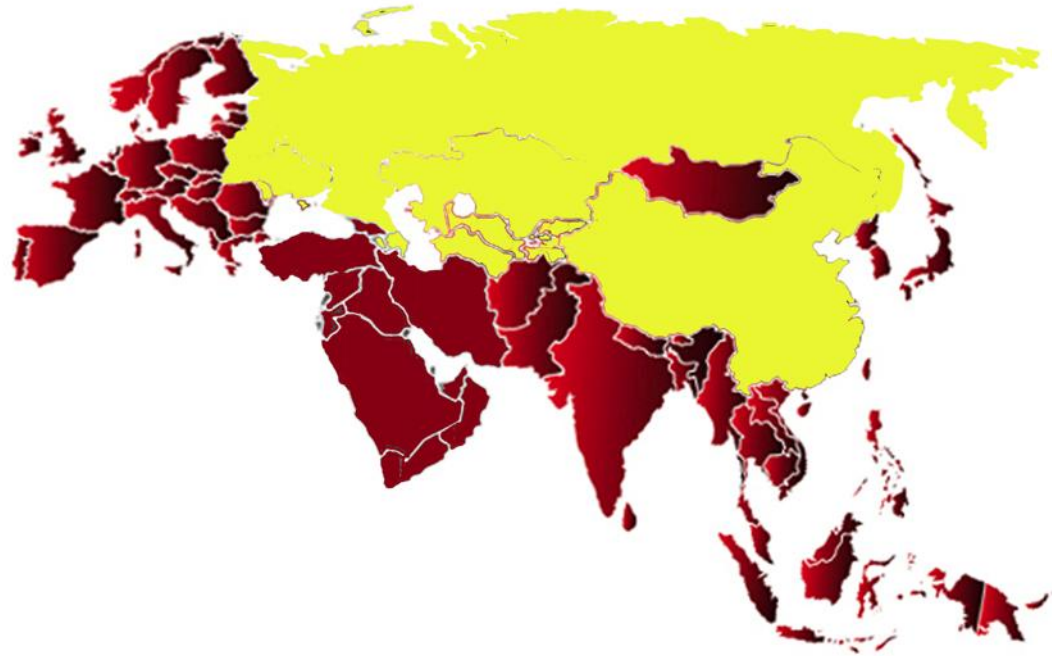


U.S. Territories and Domestic

- **Hawaii**
- **Alaska**
- **Guam**
- **Puerto Rico**
- FCL Drayage and Ocean service
- Heavy Lift Transport for OOG cargo
- 53' Truck and Intermodal Rail services
- Domestic LTL service



- Extensive Network of partners through the entire East Europe and CIS region
- Alternative routings to the CIS interior points (Baltic / Black Sea / China)
- COC Equipment + Transload at foreign port
- SOC and Leased Equipment





Carrier Partners – Oceanfreight



INTERNATIONAL FREIGHT TRANSPORT, INC.
Responsible, Reliable, and Respected Worldwide



Project Cargo

- Door / Door Heavy Lift Transport
- Escorts and Permit for Inland Transportation
- Full and Part Charters
- Cargo pre-inspection and survey services
- Packing and Crating solutions
- Supervision of port handling



Airfreight

- Consolidation services
- Full and Partial charter service
- Priority and Economy service
- Sea-Air routings on key trades



Commodity: Crystallizer

Period of Shipment: October 2012

Origin: Genk, Belgium

Dest: Blair, NE, USA

Specialties: 95 Tons Door to Door

Freight Volume: 425 CBM



Culmen Project–White Sands Missile Range

Commodity: Military Vehicles

Period of Shipment: October 2011

Origin: Odessa, Ukraine

Dest: White Sands Missile Range, NM, USA

Specialties: Port to Door transport inclusive custom clearance.

US Flag requirement. Partial charter via Turkey

Freight Volume: 350 RVTons



INTERNATIONAL FREIGHT TRANSPORT, INC.

Responsible, Reliable, and Respected Worldwide



Commodity: GT165 Screen Plant

Period of Shipment: September 2011

Origin: Oregon, USA

Dest: Acacia Ridge, Queensland, Australia

Specialties: Door to Door transport DDP. Delivery inclusive custom clearance at destination and delivery to remote mining site.

Freight Volume: 200 RVTons





Reed Concrete Pumps

Commodity: Concrete Pumps

Period of Shipment: December 2011

Origin: Los Angeles, CA, USA

Dest: Puerto Cabello, Venezuela

Specialties: Door to Port transport

Freight Volume: 300 RVTons



INTERNATIONAL FREIGHT TRANSPORT, INC.

Responsible, Reliable, and Respected Worldwide



FMC – Jetway



Commodity: FMC Aircraft Boarding bridges

Period of Shipment: June 2004

Origin: Ogden, UT

Dest: Honolulu and Guam Airports

Specialties: 85 units shipped from Door to Door inclusive IFT supervision at loading and unloading facility.

Freight Volume: 2500 RVTons



INTERNATIONAL FREIGHT TRANSPORT, INC.

Responsible, Reliable, and Respected Worldwide





Boundary Dam Hydro Electric Plant

Commodity: Turbine for power plant

Period of Shipment: June 1999

Origin: Kharkov, Ukraine

Dest: Boundary Dam, WA

Specialties: 62' mtons / 19' diameter –
transported on heavy lift vessel and barge.

Freight Volume: 165 RVTons



INTERNATIONAL FREIGHT TRANSPORT, INC.

Responsible, Reliable, and Respected Worldwide



Foster Wheeler



Commodity: Heating Systems

Period of Shipment: December 1995

Origin: Houston, TX

Dest: Osentsy/Perm, Russia

Specialties: 82' Long / 63000Lbs units Door to Door delivery in Russia.

Freight Volume: 1500 RVTons



INTERNATIONAL FREIGHT TRANSPORT, INC.

Responsible, Reliable, and Respected Worldwide



Mining & Construction Logistics

- Delivery capabilities to remote mining sites across the globe
- Diverse routing options
- FCL, LCL and Breakbulk cargo
- Priority vs Economy services
- Packing and Crating solutions



INTERNATIONAL FREIGHT TRANSPORT, INC.

Responsible, Reliable, and Respected Worldwide



IT Capabilities



- Tracking and Tracing
- Intra and GT Nexus Connectivity
- Automated On-Board Confirmation
- Track and Trace at transshipment points
- Pre-arrival document check to assure proper clearance and delivery



IFT Shipment Status Reports

- Automatically provides both on board confirmation and arrival confirmation updates weekly



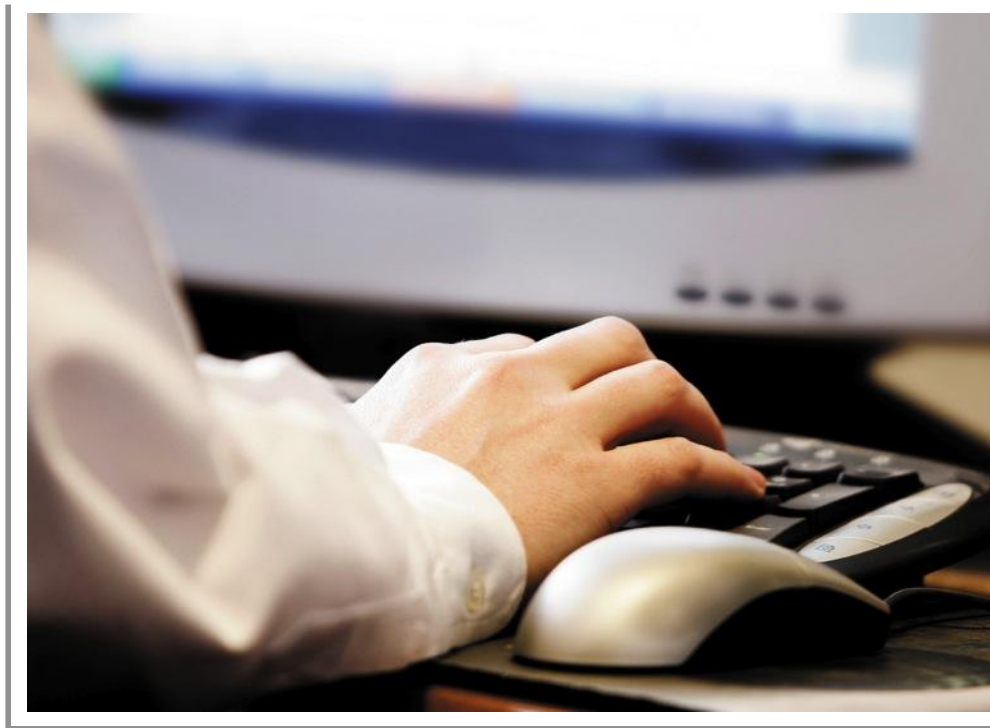
| Sno | IFT Ref# | Booking# | Shipper | Consignee | Customer Ref# | Equipment Info | Container | Origin | Vessel/Voy | Cut Off (Cargo) | ETD | Destination | ETA |
|-----|--------------|--------------|------------|---------------|----------------------|----------------|-----------|-----------------|-------------------------------|-----------------|-----------|----------------------|-----------|
| 1 | N04N12EX5385 | USBAL1008663 | ABC Drills | Big Ship Co. | C50 CON S/N 367889 | 2 x 40 HC | ABC2353 | New York, NY | CARMEN V.CF219-CMN | 5/23/2012 | 6/2/2012 | Odessa, Ukraine | 7/11/2012 |
| 2 | N03N12EX5252 | USBAL1002630 | ABC Drills | Big Ship Co. | D60 DRILL S/N 744565 | 20' FR | ABC3535 | Los Angeles, CA | MORNING MARGARETA V.UX210-MMG | 6/11/2012 | 6/15/2012 | Shanghai, China | 7/15/2012 |
| 3 | N01N12EX4856 | USBAL986179 | ABC Drills | Shipline Inc. | D90 DRILL S/N 733483 | 40' STD | ABC2305 | Miami, FL | MORNING MARGARETA V.UX210-MMG | 6/11/2012 | 6/15/2012 | Fremantle, Australia | 7/17/2012 |
| 4 | N01N12EX4910 | USBAL1018373 | ABC Drills | Big Ship Co. | C20 BIN S/N 254776 | 1 x 40 HC | ABC9569 | Seattle, WA | ANIARA V.CF224-ARA | 7/11/2012 | 7/16/2012 | Santos, Brazil | 8/11/2012 |
| 5 | N05N12EX5754 | USBAL1023613 | ABC Drills | Shipline Inc. | C50 CON S/N 255779 | 40' OT | ABC9355 | Boston, MA | ANIARA V.CF224-ARA | 7/12/2012 | 7/14/2012 | Durban, South Africa | 8/19/2012 |
| 6 | N07M12EX6078 | USBAL1039539 | ABC Drills | Shipline Inc. | C30 BIN S/N 565498 | 2 x 40 HC | ABC3959 | Norfolk, VA | TAMPA V.CF228-TPA | 8/3/2012 | 8/6/2012 | Hamburg, Germany | 8/20/2012 |
| 7 | N07M12EX6067 | USBAL1038269 | ABC Drills | Big Ship Co. | D90 DRILL S/N 853245 | 40' STD | ABC2059 | Savannah, GA | TAMPA V.CF228-TPA | 8/3/2012 | 8/6/2012 | Caucedo, D.R. | 8/15/2012 |





Why IFT?

- Specialized Customer Service Team
- Always a live person when calling an IFT office (no voicemail)
- Dedicated Customer Service by account (A-Z)



INTERNATIONAL FREIGHT TRANSPORT, INC.

Responsible, Reliable, and Respected Worldwide





Issues/Challenges in the Midwest

- Trucking Service
- Rail Access Points – Minneapolis, Omaha, KC
- Transport Costs
 - Distance to Container Pools/Rail Access
 - Available Trans-load Facilities (Container Loading for grain and equipment)
- Availability of Containers, Special Equipment
 - Open Top Containers (Hard, Canvas Cover)
 - Refrigerated Containers





Export – A Scary Prospect

- **Many Manufacturers Fear Export Sales**
 - Lack of Qualified Sales Staff
 - Transportation Managers
 - The “CFO” Problem – Fear of Getting Paid/Spreading too thin
- **Tapping into Expertise**
 - Iowa Economic Development Authority
 - US Commercial Service
 - Other Exporters (Int’l Traders of Iowa)
 - Freight Forwarders





Identity Preserved Grains

- Containerized Grain Exports
- In 2012 – Containers transported 8 percent of total waterborne grain exports (7% in 2011)
- Asia is the top destination – 96% in 2012
 - China, Indonesia, Japan, Vietnam

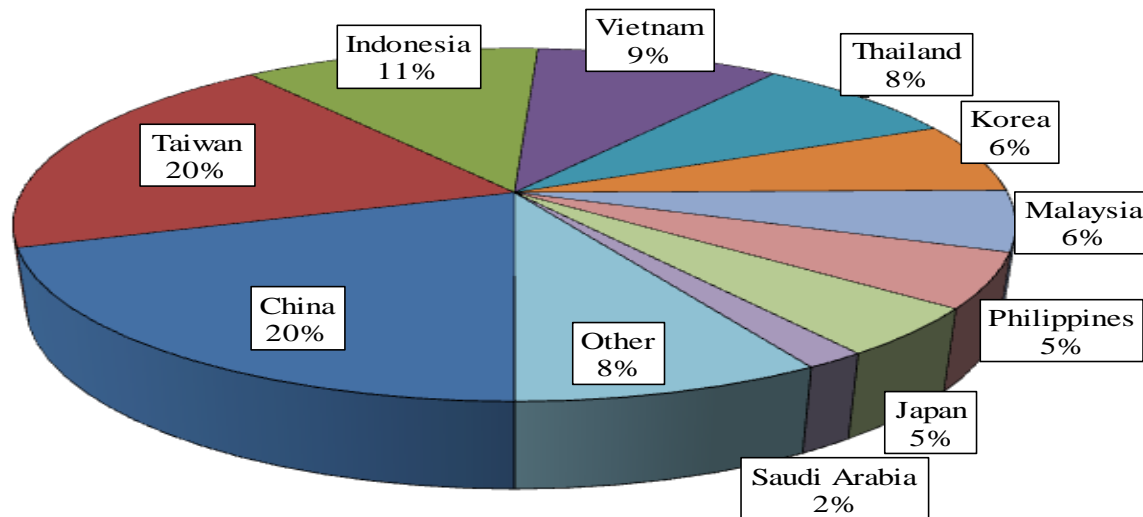


Identity Preserved Grains



Figure 18

Top 10 Destination Markets for U.S. Containerized Grain Exports, December 2012



Source: USDA/Agricultural Marketing Service/Transportation Services Division analysis of Port Import Export Reporting Service (PIERS) data

Note: The following Harmonized Tariff Codes are used to calculate containerized grains movements: 100190, 100200, 100300, 100400, 100590, 100700, 110100, 230310, 110220, 110290, 120100, 230210, 230990, 230330, and 120810.

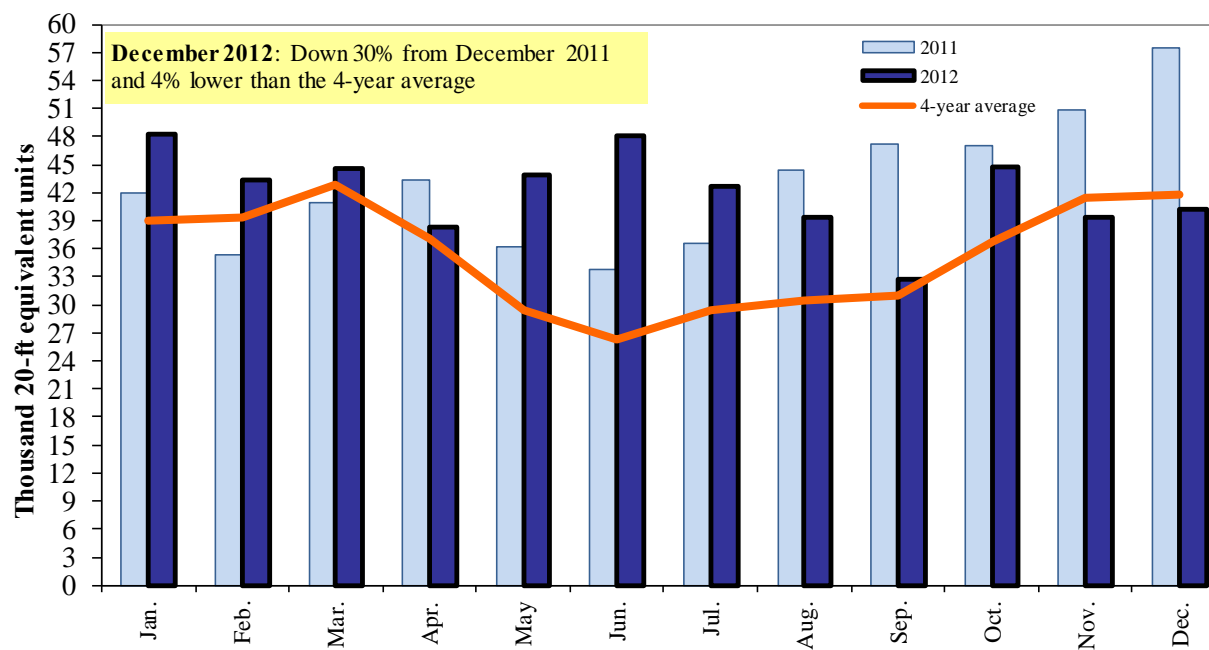
INTERNATIONAL FREIGHT TRANSPORT, INC.

Responsible, Reliable, and Respected Worldwide



Figure 19

Monthly Shipments of Containerized Grain to Asia



Source: USDA/Agricultural Marketing Service/Transportation Services Division analysis of Port Import Export Reporting Service (PIERS) data

Note: The following Harmonized Tariff Codes are used to calculate containerized grains movements: 100190, 100200, 100300, 100400, 100590, 100700, 110100, 230310, 110220, 110290, 120100, 230210, 230990, 230330, and 120810.





Limiting Factors in Export of Grains

- Cost ratio of Containerization vs Bulk
- Advantage – IP and Smaller Volume Access
- Distance from plants (ethanol – DDGS)
 - Transload services for rail loading
 - Reliance on Chicago
 - Coastal loading with delivery by bulk rail
- Iowa Advantages to Consider
 - Ethanol Plant Locations
 - Livestock Production/Value Added





Iowa Inland Port

- Container Pool
- Cooperation and Interest of Rail, Ocean Carriers
- Container Pool/Rail Loading
- Transload Facilities for Grain
- In-bound/Out-bound Calculation



Contact



Tom Rial
Business Development Manager
International Freight Transport
400 East Court Avenue
Suite 116
Des Moines, IA 50309
515.279.2229
tom@ift.com

INTERNATIONAL FREIGHT TRANSPORT, INC.

Responsible, Reliable, and Respected Worldwide

